

Editorial Index for 1950

Accent on Sheet Metal Work, Harry L. Spooner.....Sep.	112	API-AGA Fuel Reserve Report.....Apr.	83
Accounting, Complete Records Support Tax Deductions.....Oct.	59	Architectural Sheet Metal, Copper Sheet Metal Work & Aluminum Coping Specified for New Milwaukee Arena.....Oct.	81
Controlling Overhead Expense Strengthens Business Operation.....Nov.	65	Arrangements for Defense, Arnold Kruckman...Sep.	85
Cost Control Guards Profit.....Jan.	103	Balancing the Heating System for <i>Indoor</i> <i>Comfort</i> , P. K. Wadsworth, Part (I).....Sep.	94
Five Phases of Business Management for <i>Indoor Comfort Dealers</i>Mar.	70	Part (II).....Oct.	76
Semi-Fixed Assets Can Be Dangerous.....Apr.	79	Part (III).....Nov.	79
Set Prices High Enough to Recover Overhead or Profits will Vanish.....Jul.	71	Part (IV).....Dec.	75
Simplified Bookkeeping System Solves Problems for Detroit Contractor.....Dec.	56	Bareither, Harlan D., (see Temperature and Heat Loss Characteristics of Concrete Floors)	
Accounting — Language of Business, Betty Lee Gough.....Dec.	58	Basic Types of Welding Operations, Rick Mansell.....Dec.	97
Adjustment for Continuous Air Circulation Using Duct Thermometers.....Sep.	96	Basing Point Veto, Arnold Kruckman.....Jul.	75
Advertising, Boost Sales with Direct-Mail.....Aug.	68	Batten Roof Features Snap-On Cap, Lloyd H. Overly.....Nov.	91
Combine Advertising with News for Readership.....May	71	Batten Seam Roof of Monel Metal Utilizes New Type of Pan.....Feb.	104
Customers' Signs Help Your Business.....Sep.	80	Blowers, Profit Possibilities in Package Blowers, Part (I).....Jan.	130
Newspaper Advertising — Key to Success.....Jun.	66	Part (II).....Feb.	81
Radio Advertising Can Fit Into <i>Indoor</i> <i>Comfort Promotion</i>Feb.	62	Boost Sales With Direct-Mail, Arthur Roberts...Aug.	68
Television — Great Potential Medium for Heating and Sheet Metal Field.....Sep.	76	Bruhnke, L. T., Copper Sheet Metal Work & Aluminum Coping Specified for New Milwaukee Arena.....Oct.	81
Tin Horse Keeps Sheet Metal Shop in the Public Eye.....Nov.	60	Electronic Secretary for Night Service Calls.....Apr.	73
AGA, API-AGA Fuel Reserve Report.....Apr.	83	180 Tons of Ductwork.....Oct.	83
Air Distribution, Selection of Diffuser- Lighting Units for Air Conditioning.....Nov.	74	Building a Profitable Mailing List, Ernest W. Fair.....Nov.	62
Air Washers Cool Type-Setting Plant, Joseph V. Mariner.....Jun.	84	Building Design & Floor Plan for Large Metal Fabrication Plant, Ernest E. Zideck.....Apr.	111
Alberty, Bryce E., (see Temperature and Heat Loss Characteristics of Concrete Floors)		CAC, Adjustment for Continuous Air Circulation Using Duct Thermometers.....Sep.	96
All-American House of 1950 Favors Warm Air Heating System.....Feb.	71	What's Wrong with CAC?.....Aug.	86
Allen, Ralph, Time Modulation Control Increases Comfort, Part (I).....Jul.	83	Casey, Wm. J., Pensions — A Management Problem, Part (I).....Jun.	75
Part (II).....Aug.	82	Part (II).....Jul.	73
Aluminum Coated Steel Offers Many Fabrication Advantages, Rick Mansell.....Mar.	108	Change in Control Planning, Arnold Kruckman...Nov.	67
Anderson, B., Simplified Bookkeeping System Solves Problems for Detroit Contractor.....Dec.	56	Changes in Social Security Law.....Oct.	58
Anti-Spin Vanes Reduce Wear in Collector, H. M. Nichols.....Jul.	108	Chart Compares Cost of Fuel, W. F. Schaphorst...Jan.	166
		Chart Gives Correct Insulation Thickness to Prevent Moisture Condensation.....Aug.	84
		Chimney Liner Durability Increased by Plastic Paint & Bonding Process, Glenn O. Harmer...May	86

Editorial Index for 1950

Accent on Sheet Metal Work, Harry L. Spooner.....Sep.	112	API-AGA Fuel Reserve Report.....Apr.	83
Accounting, Complete Records Support Tax Deductions.....Oct.	59	Architectural Sheet Metal, Copper Sheet Metal Work & Aluminum Coping Specified for New Milwaukee Arena.....Oct.	81
Controlling Overhead Expense Strengthens Business Operation.....Nov.	65	Arrangements for Defense, Arnold Kruckman...Sep.	85
Cost Control Guards Profit.....Jan.	103	Balancing the Heating System for <i>Indoor</i> <i>Comfort</i> , P. K. Wadsworth, Part (I).....Sep.	94
Five Phases of Business Management for <i>Indoor Comfort Dealers</i>Mar.	70	Part (II).....Oct.	76
Semi-Fixed Assets Can Be Dangerous.....Apr.	79	Part (III).....Nov.	79
Set Prices High Enough to Recover Overhead or Profits will Vanish.....Jul.	71	Part (IV).....Dec.	75
Simplified Bookkeeping System Solves Problems for Detroit Contractor.....Dec.	56	Bareither, Harlan D., (see Temperature and Heat Loss Characteristics of Concrete Floors)	
Accounting — Language of Business, Betty Lee Gough.....Dec.	58	Basic Types of Welding Operations, Rick Mansell.....Dec.	97
Adjustment for Continuous Air Circulation Using Duct Thermometers.....Sep.	96	Basing Point Veto, Arnold Kruckman.....Jul.	75
Advertising, Boost Sales with Direct-Mail.....Aug.	68	Batten Roof Features Snap-On Cap, Lloyd H. Overly.....Nov.	91
Combine Advertising with News for Readership.....May	71	Batten Seam Roof of Monel Metal Utilizes New Type of Pan.....Feb.	104
Customers' Signs Help Your Business.....Sep.	80	Blowers, Profit Possibilities in Package Blowers, Part (I).....Jan.	130
Newspaper Advertising — Key to Success.....Jun.	66	Part (II).....Feb.	81
Radio Advertising Can Fit Into <i>Indoor</i> <i>Comfort Promotion</i>Feb.	62	Boost Sales With Direct-Mail, Arthur Roberts...Aug.	68
Television — Great Potential Medium for Heating and Sheet Metal Field.....Sep.	76	Bruhnke, L. T., Copper Sheet Metal Work & Aluminum Coping Specified for New Milwaukee Arena.....Oct.	81
Tin Horse Keeps Sheet Metal Shop in the Public Eye.....Nov.	60	Electronic Secretary for Night Service Calls.....Apr.	73
AGA, API-AGA Fuel Reserve Report.....Apr.	83	180 Tons of Ductwork.....Oct.	83
Air Distribution, Selection of Diffuser- Lighting Units for Air Conditioning.....Nov.	74	Building a Profitable Mailing List, Ernest W. Fair.....Nov.	62
Air Washers Cool Type-Setting Plant, Joseph V. Mariner.....Jun.	84	Building Design & Floor Plan for Large Metal Fabrication Plant, Ernest E. Zideck.....Apr.	111
Alberty, Bryce E., (see Temperature and Heat Loss Characteristics of Concrete Floors)		CAC, Adjustment for Continuous Air Circulation Using Duct Thermometers.....Sep.	96
All-American House of 1950 Favors Warm Air Heating System.....Feb.	71	What's Wrong with CAC?.....Aug.	86
Allen, Ralph, Time Modulation Control Increases Comfort, Part (I).....Jul.	83	Casey, Wm. J., Pensions — A Management Problem, Part (I).....Jun.	75
Part (II).....Aug.	82	Part (II).....Jul.	73
Aluminum Coated Steel Offers Many Fabrication Advantages, Rick Mansell.....Mar.	108	Change in Control Planning, Arnold Kruckman...Nov.	67
Anderson, B., Simplified Bookkeeping System Solves Problems for Detroit Contractor.....Dec.	56	Changes in Social Security Law.....Oct.	58
Anti-Spin Vanes Reduce Wear in Collector, H. M. Nichols.....Jul.	108	Chart Compares Cost of Fuel, W. F. Schaphorst...Jan.	166
		Chart Gives Correct Insulation Thickness to Prevent Moisture Condensation.....Aug.	84
		Chimney Liner Durability Increased by Plastic Paint & Bonding Process, Glenn O. Harmer...May	86

Chimneys, Prefabricated Chimneys Build Profits for Heating Contractors.....	Aug.	79	Design of Ventilating Hoods for Grease Filter Applications, Carl B. Rowe, Part (I).....	Mar.	104
Cleveland Plan of Sales Promotion Can Increase 1950 Profit Volume, R. V. Main.....	May	67	Part (II).....	May	105
Code of Trade Practice, SMCNA.....	May	72	Diagnosis of Electric Motor Trouble May Save Time and Expense.....	Aug.	88
Codes, Oil Burning Equipment Installation Standards of the National Board of Fire Underwriters.....	Feb.	91	Die Design for Sheet Metal Forming, Ernest E. Zideck.....	Dec.	90
SMCNA Warm Air Heating Ordinance.....	Jan.	115	Direct Fired Heaters Simplify — Cut Costs for Commercial-Industrial Applications, R. F. Sharon.....	Jun.	89
Warm Air Heating Code of New Castle, Ind.	Feb.	64	Distant Fields Look Greener, Ernest W. Fair....	Mar.	78
Collection Methods that Speed Payments, D. D. Seltz.....	Aug.	70	Distillation Equipment of Acid-Resisting Metal, Ernest E. Zideck.....	Oct.	94
Color Dynamics in the Sheet Metal Shop, Lawrence E. Gichner.....	Dec.	85	Drivers Can Be Salesmen, Robert F. Welch....	Sep.	83
Combine Advertising with News for Readership.....	May	71	Dust Collecting, Anti-Spin Vanes Reduce Wear in Collector.....	Jul.	108
Complete Records Support Tax Deductions, Arthur Roberts.....	Oct.	59	Ordinances Prohibiting Dust Exhaust Create Problem for Industry.....	Jul.	104
Controlling Overhead Expense Strengthens Business Operation, Arthur Roberts.....	Nov.	65	Dust Collecting in a Monument Plant, R. C. Nason.....	Apr.	103
Controls, Time Modulation Control Increases Comfort, Part (I).....	Jul.	83	Dust Collecting Work Benches, Ernest E. Zideck.....	Aug.	100
Part (II).....	Aug.	82	Edelman, B. P., Evaporative Cooling Units on Roof Provide Summer <i>Indoor Comfort</i>	Feb.	89
Cooling, Air Washers Cool Type-Setting Plant.....	Jun.	84	Electric Motors, Diagnosis of Electric Motor Trouble May Save Time and Expense.....	Aug.	88
Evaporative Cooling Units on Roof Provide Summer <i>Indoor Comfort</i>	Feb.	89	Electronic Secretary for Night Service Calls, L. T. Bruhnke.....	Apr.	73
Evaporative Cooling Solves Roller Rink Problem.....	May	91	Electrostatic Air Cleaners Offer Health, Economy.....	Jul.	90
Fundamentals of Calculating Heating and Cooling Loads, Part (IV).....	Feb.	84	Employment, Selective Hiring Strengthens Organization for Competitive Effort.....	Mar.	73
Panel-Convection Cooling System for Homes and Office.....	Feb.	77	Evaporative Cooling Solves Roller Rink Problem.....	May	91
Copper Roof on U. S. Capitol Features Metal Battens, Lawrence Gichner.....	May	95	Evaporative Cooling Units on Roof Provide Summer <i>Indoor Comfort</i> , B. P. Edelman....	Feb.	89
Copper Sheet Metal Work & Aluminum Coping Specified for New Milwaukee Arena, L. T. Bruhnke.....	Oct.	81	Fair, Ernest W., Building a Profitable Mailing List.....	Nov.	62
Correct Nozzle Vital in Oil Heating, Ralph L. Dennis.....	Apr.	86	Distant Fields Look Greener.....	Mar.	78
Correct Practice in Garage Ventilation, W. Schweisheimer, M.D.....	Aug.	104	Television — Great Potential Medium for Heating and Sheet Metal Field.....	Sep.	76
Cost Control Guards Profit, Arthur Roberts.....	Jan.	108	Fairless, Benjamin F., Steel and the Future....	Oct.	87
Credit, Collection Methods that Speed Payments.....	Aug.	70	Fans, Industrial Market for Propeller Fans....	Sep.	103
Good Credit Rating Simplifies Purchasing....	Jul.	68	Filters, Electrostatic Air Cleaners Offer Health, Economy.....	Jul.	90
Curbs on Construction.....	Nov.	57	Sound Merchandising Ideas Help Sell Electric Air Filters.....	Oct.	71
Curiosity Causes Service Calls Says This Service Man.....	Mar.	90	Five Phases of Business Management for Indoor Comfort Dealers, Arthur Roberts.....	Mar.	70
Customer Speaks His Mind.....	Feb.	66	Fleming, Arthur N., (see Temperature and Heat Loss Characteristics of Concrete Floors)		
Customers' Signs Help Your Business, David Markstein.....	Sep.	80	Flashings, United Nations Secretariat Building Uses Miles of Stainless Steel Flashing.....	Jun.	97
Damages for Contract Delay, Albert W. Gray....	Dec.	61	Follansbee, Rogers, and W. L. Thomson, Perimeter Heating New Approach to <i>Indoor Comfort</i>	Nov.	71
Deception of Withholding Tax.....	Sep.	75	Layouts for Perimeter Heating.....	Dec.	71
Defense Production — 1950.....	Oct.	53			
Dennis, Ralph L., Correct Nozzle Vital in Oil Heating.....	Apr.	86			
Depreciation — Important Profit Factor, Arthur Roberts.....	Dec.	65			

Forms, Simplified Job Ticket.....	Apr.	72	Suspended Installation in Printing Plant		
Fowler, Van, How to Make Tubing in a Power Press.....	Apr.	109	Conserves Valuable Floor Space.....	Jan.	121
Fuel, Chart Compares Cost of Fuel.....	Jan.	166	Temperature and Heat Loss Characteristics of Concrete Floors, Part (I).....	Mar.	85
Fume Removal, Distillation Equipment of Acid-Resisting Metal.....	Oct.	94	Part (II).....	Apr.	88
Fundamentals of Calculating Heating and Cooling Loads, James J. LaSalvia, Part (IV).....	Feb.	84	Part (III).....	May	83
Gas Heat for 3 Million More Homes.....	Sep.	99	Warm Air Baseboard Heating Supplies Heat at Source of Heat Loss.....	Jun.	81
Germicidal Lamps, Glycol Vapor, Germicidal Lamps Save Monkeys.....	Aug.	87	Warm Air Heating Preference Indicated by New Department of Labor Survey.....	Dec.	81
Gichner, Lawrence E., Copper Roof on U. S. Capitol Features Metal Battens.....	May	95	Warm Air Heats Large Buildings.....	Jan.	133
Color Dynamics in the Sheet Metal Shop.....	Dec.	85	Warm Air Perimeter Heating Applied to School Buildings.....	May	81
How to Plan a Sheet Metal Shop.....	Nov.	94	Warm Air Unit Heats Auto Salesrooms and Garages.....	Dec.	78
Huge Trailers Cut Material Handling Cost — Increase Efficiency.....	Mar.	97	What's Ahead for House Heating?.....	Jul.	79
Stainless Steel Fabrication, No Special Equipment Needed.....	Jan.	162	Heating Dealer Branches Out — Boosts Volume, Robert A. Latimer.....	Nov.	77
Gichner Plans Ideal Shop, Ernest E. Zideck.....	Jun.	106	Heating Gymnasium Offers Sheet Metal Problems, Walter Rudolph.....	Feb.	97
Glycol Vapor, Germicidal Lamps Save Monkeys, Robert A. Latimer.....	Aug.	87	Here We Go Again!.....	Jun.	65
Good Credit Rating Simplifies Purchasing, A. M. Sullivan.....	Jul.	68	High Speed Service Plan Increases Heating Sales Volume, Robert A. Latimer.....	Jun.	86
Gough, Betty Lee, How to Reduce Your Income Tax.....	Sep.	81	High Velocity Piping System Features Low Velocity Discharge.....	Jan.	126
Accounting — Language of Business.....	Dec.	58	History of American Artisan 1864-1884.....	Feb.	69
If You Lost Money in 1949 — Get a Tax Refund.....	Jan.	110	Home Demonstration Sells Furnaces, Beth Walker.....	Oct.	56
Government by Smear, Arnold Kruckman.....	Jun.	77	Honerkamp, F., Selection of Diffuser-Lighting Units for Air Conditioning.....	Nov.	74
Gray, Albert W., Salesmen's Promises Must Be Controlled.....	Sep.	78	Housing for Middle Income Groups, Arnold Kruckman.....	Mar.	81
Damages for Contract Delay.....	Dec.	61	How to Cut Trucking Costs, David Markstein.....	Apr.	68
Grease Filters, Design of Ventilating Hoods for Grease Filter Applications, Part (I).....	Mar.	104	How to Make Tubing in a Power Press, Van Fowler.....	Apr.	108
Part (II).....	May	105	How to Plan a Sheet Metal Shop, Lawrence E. Gichner.....	Nov.	94
Harmer, Glenn O., Chimney Liner Durability Increased by Plastic Paint & Bonding Process.....	May	86	How to Reduce Your Income Tax, Betty Lee Gough.....	Sep.	81
Heating, All-American House of 1950 Favors Warm Air Heating System.....	Feb.	71	Huge Trailers Cut Material Handling Cost — Increase Efficiency, Lawrence E. Gichner.....	Mar.	97
Balancing the Heating System for Indoor Comfort, Part (I).....	Sep.	94	Huhn, Lyle K., Preparation of Heating Plant for Installation of Gas Burner.....	Mar.	91
Part (II).....	Oct.	76	Human Tensions — Unique Approach to Selling, J. Archer Kiss.....	Jan.	103
Part (III).....	Nov.	79			
Part (IV).....	Dec.	75			
Fundamentals of Calculating Heating and Cooling Loads, Part (IV).....	Feb.	84	If You Lost Money in 1949 — Get a Tax Refund, Betty Lee Gough.....	Jan.	110
High Velocity Piping System Features Low Velocity Discharge.....	Jan.	126	Indoor Comfort in All Seasons.....	May	65
Layouts for Perimeter Heating.....	Dec.	71	Industrial Market for Propeller Fans, M. Roche.....	Sep.	103
Natural Gas and Residential Heating.....	Jun.	91	Installation, Roughing In Truck Carries Own Power Supply.....	Sep.	93
19 Suspended Heaters 1½ Acre Warehouse.....	Oct.	67	Insulation, Chart Gives Correct Insulation Thickness to Prevent Moisture Condensation.....	Aug.	84
Perimeter Heating New Approach to Indoor Comfort.....	Nov.	71	Reducing Heat Loss of House Increases Comfort Improves Performance of Heating Plant.....	Oct.	74
Perimeter Warm Air System Solves Problem of Heating Basementless Houses.....	Sep.	89			
Preparation of Heating Plant for Installation of Gas Burner.....	Mar.	91			

Jaffe, Sam, Six Brothers Make Heating History in Southern California.....	Jun.	71	Mariner, Joseph V., Air Washers Cool Type-Setting Plant.....	Jun.	84
Jones, F. B., What's Ahead for House Heating?.....	Jul.	79	Markstein, David, Customers' Signs Help Your Business.....	Sep.	80
Kaiser Aluminum Expands for Emergency.....	Sep.	113	How to Cut Trucking Costs.....	Apr.	68
Keep Mailing Lists Accurate, Paul Lockwood.....	Sep.	84	New Census Figures — Valuable Sales Tool for Heating Industry.....	Jun.	68
Kiss, J. Archer, Human Tensions — Unique Approach to Selling.....	Jan.	103	Publicity Can Be a Sales Help.....	Oct.	54
Knight, Ted, Retail Sales Boost Shop Volume.....	May	74	Radio Advertising Can Fit Indoor Comfort Promotion.....	Feb.	62
Tin Horse Keeps Sheet Metal Shop in the Public Eye.....	Nov.	60	Selective Hiring Strengthens Organization for Competitive Effort.....	Mar.	73
Kruckman, Arnold, Arrangements for Defense.....	Sep.	85	Turn Objections Into Sales Points.....	Jul.	67
Basing Point Veto.....	Jul.	75	Masonry Drills, Sharpening Carbide Tipped Masonry Drills.....	Oct.	92
Change in Control Planning.....	Nov.	67	Material Handling, Huge Trailers Cut Material Handling Cost — Increase Efficiency.....	Mar.	97
Government by Smear.....	Jun.	77	Mechanics of DPA, Arnold Kruckman.....	Oct.	63
Housing for Middle Income Groups.....	Mar.	81	Metal Action in Braking, Ernest E. Zideck.....	Jan.	164
Mechanics of DPA.....	Oct.	63	Miniature Heating Plant a Sales Puller.....	Mar.	80
Restrictive Orders Increase.....	Dec.	67	Mobilization and the Heating Industry.....	Aug.	67
Taft vs. Truman.....	Apr.	75	Nason, R. C., Dust Collecting in a Monument Plant.....	Apr.	103
Tariff Conference and the Industry.....	May	77	Sheet Steel Covers on Refinery Towers Prove Contractors' Fabricating Skill.....	Feb.	100
The New Truman.....	Feb.	73	United Nations Secretariat Building Uses Miles of Stainless Steel Flashing.....	Jun.	97
The War Message.....	Aug.	75	Natural Gas and Residential Heating, L. Ourusoff.....	Jun.	91
Vital Legislation to be Debated.....	Jan.	113	Nelson, R. M., Your Business in 1950.....	Apr.	79
LaSalvia, James J., Fundamentals of Calculating Heating and Cooling Loads, Part (IV).....	Feb.	84	Neubecker, William, Base Intersected by Round Branches.....	Apr.	106
Latimer, Robert A., Glycol Vapor, Germicidal Lamps Save Monkeys.....	Aug.	87	Elbow Intersecting Round Pipe.....	Feb.	108
Heating Dealer Branches Out — Boosts Volume.....	Nov.	77	New Census Figures — Valuable Sales Tool for Heating Industry, David Markstein.....	Jun.	68
High Speed Service Plan Increases Heating Sales Volume.....	Jun.	86	New Census Can Help Your Business.....	Mar.	69
Rolling Showroom Rescues Heating Business.....	Sep.	98	New Heating Theory Gains Acceptance.....	Dec.	55
Shop Inspection Sells Heating Plants.....	Jul.	87	New Truman, The, Arnold Kruckman.....	Feb.	73
Layouts for Perimeter Heating, Rogers Follansbee and W. L. Thomson.....	Dec.	71	Newspaper Advertising — Key to Success.....	Jun.	66
Lifting in the Shop — Right and Wrong, W. Schweisheimer, M.D.....	Nov.	97	Nichols, H. M., Anti-Spin Vanes Reduce Wear in Collector.....	Jul.	100
Limberty, Wayne, Prefabricated Chimneys Build Profits for Heating Contractors.....	Aug.	79	1950 Will Reward Aggressive Sellers.....	Feb.	61
Lockwood, Paul, Keep Mailing Lists Accurate.....	Sep.	84	19 Suspended Heaters 1½ Acre Warehouse.....	Oct.	67
Reducing the Cost of Business Letters.....	Aug.	73	Oganowski, K., Workability of Galvanized Steel Sheets Improved by Continuous Coating Process.....	Aug.	93
McDonald, C. E., You Control Your Sales Future.....	Jan.	106	Oil Burners, Warm Air Furnaces and Oil Burners, 1949 Shipments.....	Apr.	85
Maher, R. E., Sheet Metal Shop Stresses Service.....	Apr.	113	Oil Burning Equipment Installation Standards of the National Board of Fire Underwriters.....	Feb.	91
Main, R. V., Cleveland Plan of Sales Promotion Can Increase 1950 Profit Volume.....	May	67	Oil Heating, Correct Nozzle Vital in Oil Heating.....	Apr.	86
Mansell, Rick, Aluminum Coated Steel Offers Many Fabrication Advantages.....	Mar.	108	O'Keeffe, Jr., W. F., Puttyless Aluminum Skylights Change Porches Into Recreation Rooms — Mean Profit for You.....	May	102
Basic Types of Welding Operations.....	Dec.	97	Older Worker and His Place in Industry, The, W. Schweisheimer, M.D.....	Apr.	66
Soldering — Convenient & Economical Means of Joining Metals.....	Jun.	108			
Welding Processes and Their Use in Industrial Fabrication.....	Nov.	87			

180 Tons of Ductwork, L. T. Bruhke.....	Oct.	83
One Million Furnaces.....	Jul.	65
Open for Discussion, What's Wrong with CAC?.....		
Roy Warmee.....	Aug.	86
Ordinances Prohibiting Dust Exhaust Create Problem for Industry, Ernest E. Zideck.....	Jul.	104
Ott, O. W., Panel-Convection Cooling System for Homes and Offices.....	Feb.	77
Warm Air Perimeter Heating Applied to School Buildings.....	May	81
Ourusoff, L., Natural Gas and Residential Heating.....	Jun.	91
Overhead, Set Prices High Enough to Recover Overhead or Profits Will Vanish.....	Jul.	71
Overly, Lloyd H., Batten Roof Features Snap-On Cap.....	Nov.	91
Panel-Convection Cooling System for Homes and Office, O. W. Ott.....	Feb.	77
Paret, Richard E., Strength of Stainless Steel Proves to be Economy Factor.....	Jun.	101
Patterns, A-Type Ventilator (I).....	Sep.	110
A-Type Ventilator (II).....	Oct.	90
Base Intersected by Round Branches.....	Apr.	106
Compound Rectangular Elbow.....	Nov.	92
Compound Transition Elbow, Hugh B. Reid.....	Dec.	88
Elbow Intersecting Round Pipe.....	Feb.	108
Gravity Weather Cap.....	Jan.	161
Oblique Offset Pipe.....	Jun.	105
Square to Round Transformer.....	May	100
Taper Intersecting a Round Pipe at 90 Deg.....	Mar.	106
Two Equal Diameter Pipes Intersecting at 90 Deg.....	Aug.	98
Y Branch Transformer.....	Jul.	102
Pensions — A Management Problem, William J. Casey, Part (I).....	Jun.	75
Part (II).....	Jul.	73
Perimeter Heating New Approach to Indoor Comfort, Rogers Follansbee and W. L. Thomson.....	Nov.	71
Perimeter Warm Air System Solves Problem of Heating Basementless Houses.....	Sep.	89
Peterson, John E., Warm Air Baseboard Heating Supplies Heat at Source of Heat Loss.....	Jun.	81
Prefabricated Chimneys Build Profits for Heating Contractors, Wayne Limbert.....	Aug.	79
Preparation of Heating Plant for Installation of Gas Burner, Lyle K. Huhn.....	Mar.	91
Pre-Plated Metals Offer Beauty, Ease of Fabrication, Carl C. Struwer.....	Jan.	157
Press Brake, How to Make Tubing in a Power Press.....	Apr.	108
Profit Possibilities in Package Blowers, Part (I).....	Jan.	130
Part (II).....	Feb.	81
Publicity Can Be a Sales Help, David Markstein.....	Oct.	54
Puttyless Aluminum Skylights Change Porches Into Recreation Rooms — Mean Profit for You, W. F. O'Keeffe, Jr.....	May	102
Racine Contractor Handles Sheet Metal Work on Wright-Designed Tower.....	Jul.	97
Radio Advertising Can Fit Into Indoor Comfort Promotion.....	Feb.	62
Recommendations for Control of Industry.....	Oct.	61
Reducing Heat Loss of House Increases Comfort Improves Performance of Heating Plant, Henry J. Wingate.....	Oct.	74
Reducing the Cost of Business Letters, Paul Lockwood.....	Aug.	73
Regional Use of Steel Causes Shortages.....	Oct.	78
Regulations and Controls, Recommendations for Control of Industry.....	Oct.	61
Reid, Hugh B., A-Type Ventilator (I).....	Sep.	110
A-Type Ventilator (II).....	Oct.	90
Compound Rectangular Elbow.....	Nov.	92
Compound Transition Elbow.....	Dec.	88
Gravity Weather Cap.....	Jan.	161
Oblique Offset Pipe.....	Jun.	105
Square to Round Transformer.....	May	100
Taper Intersecting a Round Pipe at 90 Deg.....	Mar.	106
Two Equal Diameter Pipes Intersecting at 90 Deg.....	Aug.	98
Y Branch Transformer.....	Jul.	102
Relax and You'll Live Longer.....	Mar.	77
Restrictive Orders Increase, Arnold Kruckman.....	Dec.	67
Retail Sales Boost Shop Volume, Ted Knight.....	May	74
Right to Work.....	Apr.	65
Roberts, Arthur, Boost Sales with Direct-Mail.....	Aug.	68
Complete Records Support Tax Deductions.....	Oct.	59
Controlling Overhead Expense Strengthens Business Operation.....	Nov.	65
Cost Control Guards Profit.....	Jan.	108
Depreciation — Important Profit Factor.....	Dec.	65
Five Phases of Business Management for Indoor Comfort Dealers.....	Mar.	70
Semi-Fixed Assets Can Be Dangerous.....	Apr.	70
Set Prices High Enough to Recover Overhead or Profits Will Vanish.....	Jul.	71
Rocke, M., Industrial Market for Propeller Fans.....	Sep.	103
Rolling Showroom Rescues Heating Business, Robert A. Latimer.....	Sep.	98
Roofing, Batten Roof Features Snap-On Cap.....	Nov.	91
Batten Seam Roof of Monel Metal Utilizes New Type of Pan.....	Feb.	104
Copper Roof on U. S. Capitol Features Metal Battens, Lawrence Gichner.....	May	95
Roofing Shingles of Light Gauge Metal, Ernest E. Zideck.....	Mar.	101
Roughing In Truck Carries Own Power Supply.....	Sep.	93
Rowe, Carl B., Design of Ventilating Hoods for Grease Filter Applications, Part (I).....	Mar.	104
Part (II).....	May	105
Rudolph, Walter, Heating Gymnasium Offers Sheet Metal Problems.....	Feb.	97

(Please turn to page 123)

(From page 112)

Sound Merchandising Ideas Help Sell	
Electric Air Filters.....	Oct. 71
Sales, Boost Sales with Direct-Mail.....	Aug. 68
Building a Profitable Mailing List.....	Nov. 62
Cleveland Plan of Sales Promotion Can	
Increase 1950 Profit Volume.....	May 67
Customer Speaks His Mind, A.....	Feb. 66
Drivers Can Be Salesmen.....	Sep. 83
High Speed Service Plan Increases Heating	
Sales Volume.....	Jun. 86
Home Demonstration Sells Furnaces.....	Oct. 56
Human Tensions — Unique Approach to	
Selling, J. Archer Kiss.....	Jan. 103
Keep Mailing Lists Accurate.....	Sep. 84
Miniature Heating Plant a Sales Puller....	Mar. 80
New Census Figures — Valuable Sales Tool	
for Heating Industry.....	Jun. 68
Profit Possibilities in Package Blowers,	
Part (I).....	Jan. 130
Part (II).....	Feb. 81
Retail Sales Boost Shop Volume.....	May 74
Salesmen's Promises Must Be Controlled....	Sep. 78
Shop Inspection Sells Heating Plants.....	Jul. 87
Sound Merchandising Ideas Help Sell	
Electric Air Filters.....	Oct. 71
Turn Objections Into Sales Points.....	Jul. 67
You Control Your Sales Future.....	Jan. 106
Salesmen's Promises Must Be Controlled,	

Albert W. Gray.....	Sep. 78
Schaphorst, W. F., Chart Compares Cost	
of Fuel.....	Jan. 166
Schweisheimer, W., M.D., Correct Practice in	
Garage Ventilation.....	Aug. 104
Lifting in the Shop — Right and Wrong.....	Nov. 97
Older Worker and His Place in Industry, The, Apr.	66
Selection of Diffuser-Lighting Units for Air	
Conditioning, F. Honerkamp.....	Nov. 74
Selective Hiring Strengthens Organization for	
Competitive Effort, David Markstein.....	Mar. 73
Seltz, D. D., Collection Methods that Speed	
Payments.....	Aug. 70
Semi-Fixed Assets Can Be Dangerous,	
Arthur Roberts.....	Apr. 70
Service, Adjustment for Continuous Air Cir-	
culation Using Duct Thermometers.....	Sep. 96
Balancing the Heating System for Indoor	
Comfort, Part (I).....	Sep. 94
Part (II).....	Oct. 76
Part (III).....	Nov. 79
Part (IV).....	Dec. 75
Curiosity Causes Service Calls Says this	
Service Man.....	Mar. 90
Electronic Secretary for Night Service Calls, Apr.	73
Heating Dealer Branches Out —	
Boosts Volume.....	Nov. 77
High Speed Service Plan Increases Heating	
Sales Volume.....	Jun. 86
Sheet Metal Shop Stresses Service.....	Apr. 113

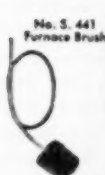


WHOLESALE RECOMMEND

SCHAEFER BRUSHES!

because...

They know that by recommending Schaefer brushes their customers will be satisfied with the results that only the finest made will give. Schaefer brushes are fully guaranteed against inferior materials or faulty workmanship... assures you of long efficient wear. There is a Schaefer brush to solve every cleaning need — always insist on Schaefer "Job-Tested" brushes.



No. S. 441
Furnace Brush



No. 555
Expansion Flue Brush



No. S. 422
Boiler Flue Brush



No. 393
Stem Boiler Brush

Send Your Cleaning
Problems to Schaefer

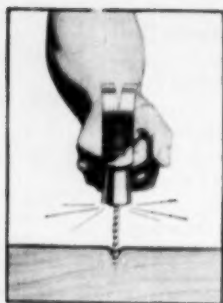
If you have an
unusual cleaning problem
pass it along to
Schaefer's experts
for prompt solution.

SCHAEFER BRUSH MFG. CO.
117 W. Walker St., Milwaukee 4, Wis.

Please send more information about your service for solving
special cleaning problems.

Name _____ Title _____
Company Name _____
Address _____
City _____ State _____

SCHAEFER BRUSH MFG. CO. "Always Buy Schaefer — It's Safer."
117 W. WALKER STREET, MILWAUKEE 4, WISCONSIN



in to
stay
when
you use



Hardened SCREWNAILS

for fastening sheet metal to wood



• You drive it in like a nail, and as it spirals into the wood, it holds like a screw.

• P-K Screwnails are hardened. They won't bend or break, and, driven home, they won't work loose, or back out, even under the toughest vibration, expansion and contraction. So cause each one makes a stronger fastening, fewer Screwnails need to be used on most jobs.

• The hard, needle point pierces lighter gauges of sheet metal with ease. For heavier sheets, holes can be punched first with a Screwnail Punch.

• Try P-K Screwnails, next time, for a better, faster, stronger job... and remember... IF IT'S P-K, IT'S O.K. Sold everywhere through accredited Distributors.

PARKER-KALON* FASTENING DEVICES

Makers Of The Original Self-Tapping Screws

Write for this folder

Gives sizes, head styles, Punch information, full instructions for use. Tells you the many ways Screwnails will help you do a better job. Parker-Kalon Corporation, 200 Varick Street, New York 14, N. Y.

*TRADE MARKS REG. U.S. PAT. OFF.



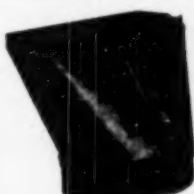
Set Prices High Enough to Recover Overhead or Profits Will Vanish, Arthur Roberts.....	Jul. 71
Sharon, R. F., Direct Fired Heaters Simplify — Cut Costs for Commercial-Industrial Applications	Jun. 89
Sharpening Carbide Tipped Masonry Drills.....	Oct. 92
Sheet Metal Shop Stresses Service, R. E. Maher.....	Apr. 113
Sheet Metal Fabrication, Accent on Sheet Metal Work.....	Sep. 112
Aluminum Coated Steel Offers Many Fabrication Advantages.....	Mar. 108
Die Design for Sheet Metal Forming.....	Dec. 90
Metal Action in Braking.....	Jan. 164
180 Tons of Ductwork.....	Oct. 83
Pre-Plated Metals Offer Beauty, Ease of Fabrication	Jan. 157
Racine Contractor Handles Sheet Metal Work on Wright-Designed Tower.....	Jul. 97
Sheet Steel Covers on Refinery Towers Prove Contractor's Fabricating Skill.....	Feb. 100
Stainless Steel Fabrication, No Special Equipment Needed.....	Jan. 162
Sheet Steel Covers on Refinery Towers Prove Contractor's Fabricating Skill, R. C. Nason.....	Feb. 100
Shop Inspection Sells Heating Plants, Robert Latimer.....	Jul. 87
Shop Layout, Building Design & Floor Plan for Large Metal Fabrication Plant.....	Apr. 111
Color Dynamics in the Sheet Metal Shop.....	Dec. 85
Gichner Plans Ideal Shop.....	Jun. 106
How to Plan a Sheet Metal Shop.....	Nov. 94
Simplified Bookkeeping System Solves Problems for Detroit Contractor, B. Anderson.....	Dec. 56
Simplified Job Ticket.....	Apr. 72
Six Brothers Make Heating History in Southern California, Sam Jaffe.....	Jun. 71
SMCNA, Code of Trade Practice.....	May 72
SMCNA Warm Air Heating Ordinance.....	Jan. 115
Social Security Law, Changes in Social Security Law.....	Oct. 58
Social Security Extension Brings Self-Employed Contractors Under Provision of the Act.....	Dec. 63
Soldering — Convenient & Economical Means of Joining Metals, Rick Mansell.....	Jun. 108
Sound Merchandising Ideas Help Sell Electric Air Filters, Walter Rudolph.....	Oct. 71
Spooner, Harry L., Accent on Sheet Metal Work Sep. 112	
Stainless Steel Remodeling Job Helps Sheet Metal Contractor's Business.....	Dec. 94
Stainless Steel, Strength of Stainless Steel Proves to be Economy Factor.....	Jun. 101
United Nations Secretariat Building Uses Miles of Stainless Steel Flashing.....	Jun. 97
Stainless Steel Fabrication, No Special Equipment Needed, Lawrence E. Gichner.....	Jan. 162
Stainless Steel Remodeling Job Helps Sheet Metal Contractor's Business, Spooner, H. L.....	Dec. 94

Steel, Aluminum Coated Steel Offers Many Fabrication Advantages.....	Mar. 108
Regional Use of Steel Causes Shortages.....	Oct. 78
Survey Shows 500,000 Tons of Steel Required by Furnace Industry in 1950	Nov. 63
Your Business in 1950.....	Apr. 79
Steel and the Future, Benjamin F. Fairless.....	Oct. 87
Steel Production and Capacity Increase.....	Aug. 103
Strength of Stainless Steel Proves to be Economy Factor, Richard E. Paret.....	Jun. 101
Struever, Carl C., Pre-Plated Metals Offer Beauty, Ease of Fabrication.....	Jan. 157
Sullivan, A. M., Good Credit Rating Simplifies Purchasing	Jul. 68
Supplemental Design Factors for Ventilating and Exhaust Systems, Ernest E. Zideck.....	Sep. 106
Survey Shows 500,000 Tons of Steel Required by Furnace Industry in 1950.....	Nov. 63
Suspended Installation in Printing Plant Conserves Valuable Floor Space	Jan. 121
Taft vs. Truman, Arnold Kruckman.....	Apr. 75
Tariff Conference and the Industry, Arnold Kruckman.....	May 77
Tarnoff, E. M., Warm Air Unit Heats Auto Salesrooms and Garages.....	Dec. 78
Taxes, Complete Records Support Tax Deductions	Oct. 59
How to Reduce Your Income Tax.....	Sep. 81

If You Lost Money in 1949 — Get a Tax Refund.....	Jan. 110
Television — Great Potential Medium for Heating and Sheet Metal Field, Ernest W. Fair.....	Sep. 76
Temperature and Heat Loss Characteristics of Concrete Floors, Harlan D. Bareither, Arthur N. Fleming, and Bryce E. Alberty, Part (I).....	Mar. 85
Part (II).....	Apr. 88
Part (III).....	May 83
Thomson, W. L., and Rogers Follansbee, Layouts for Perimeter Heating.....	Dec. 71
Perimeter Heating New Approach to Indoor Comfort.....	Nov. 71
Time Modulation Control Increases Comfort, Ralph Allen, Part (I).....	Jul. 83
Part (II).....	Aug. 82
Tin Horse Keeps Sheet Metal Shop in the Public Eye, Ted Knight	Nov. 60
Turn Objections Into Sales Points, David Markstein.....	Jul. 67
United Nations Secretariat Building Uses Miles of Stainless Steel Flashing, R. C. Nason....	Jun. 97
Ventilation, Correct Practice in Garage Ventilation	Aug. 104
Design of Ventilating Hoods for Grease Filter Applications, Part (I).....	Mar. 104
Part (II).....	May 105



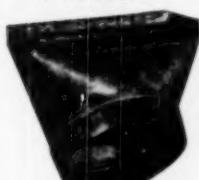
No. 112 BOOT



No. 110 BOOT



No. 113 BOOT



No. 111 BOOT



← No. 164 End of Line Center Takeoff. For use with 2 No. 163.



No. 160 Takeoff Round Pipe to carry branch in or below joint. →

GRAY "Snap-Rite"

FURNACE PIPE AND FITTINGS

AIR CONDITIONING PIPE

AND FITTINGS

A complete line of Gravity and Forced Air Pipe and Fittings with our positive "SNAP-RITE" Lock for quick assembly and erection. Wall Stack and Fittings in 3 1/4" standard depths. Trunk Pipe and Fittings in 8" standard depths.

Write for Catalog

GRAY METAL PRODUCTS, INC.

30 Carlton Street

Rochester 7, New York

Supplemental Design Factors for Ventilating and Exhaust Systems	Sep. 106
Vital Legislation to be Debated, Arnold Kruckman.....	Jan. 113
Wadsworth, P. K., Balancing the Heating System for Indoor Comfort, Part (I)	Sep. 94
Part (II).....	Oct. 76
Part (III).....	Nov. 79
Part (IV).....	Dec. 75
Walker, Beth, Home Demonstration Sells Furnaces	Oct. 56
War Message, The, Arnold Kruckman.....	Aug. 75
War Uses Took 38 Per Cent of Steel in 1943.	Sep. 109
Warm Air Baseboard Heating Supplies Heat at Source of Heat Loss, John E. Peterson.....	Jun. 81
Warm Air Furnaces and Oil Burners, 1949 Shipments.....	Apr. 85
Warm Air Heating Code of New Castle, Ind.	Feb. 64
Warm Air Heating Ordinance, SMCNA.....	Jan. 115
Warm Air Heating Preference Indicated by New Department of Labor Survey.....	Dec. 81
Warm Air Heats Large Buildings.....	Jan. 133
Warm Air Perimeter Heating Applied to School Buildings, O. W. Ott.....	May 81
Warm Air Unit Heats Auto Salesrooms and Garages, E. M. Tarnoff.....	Dec. 78
Warmee, Roy, What's Wrong with CAC?.....	Aug. 86
We Are Older Than We Thought.....	Jan. 112

Welch, Robert F., Drivers Can Be Salesmen.....	Sep. 83
Welding, Basic Types of Welding Operations....	Dec. 97
Welding Processes and Their Use in Industrial Fabrication, Rick Mansell.....	Nov. 87
What's Ahead for House Heating?, F. B. Jones, Jul.	79
Wingate, Henry J., Reducing Heat Loss of House Increases Comfort Improves Performance of Heating Plant.....	Oct. 74
Workability of Galvanized Steel Sheets Improved by Continuous Coating Process, K. Oganowski.....	Aug. 93
Year of Contrasts.....	Jan. 101
You Control Your Sales Future, C. E. McDonald.....	Jan. 106
Your Business in 1950, R. M. Nelson.....	Apr. 79
Zideck, Ernest E., Building Design & Floor Plan for Large Metal Fabrication Plant.....	Apr. 111
Die Design for Sheet Metal Forming.....	Dec. 90
Distillation Equipment of Acid-Resisting Metal	Oct. 94
Dust Collecting Work Benches.....	Aug. 100
Gichner Plans Ideal Shop.....	Jun. 106
Metal Action in Braking.....	Jan. 164
Ordinances Prohibiting Dust Exhaust Create Problem for Industry.....	Jul. 104
Roofing Shingles of Light Gauge Metal....	Mar. 101
Supplemental Design Factors for Ventilating and Exhaust Systems.....	Sep. 106

A

WARM SEASONS GREETINGS

AS THE CHRISTMAS CANDLES are lighted this year, their inviting warmth brings a glow in our hearts — a glow of confidence so that some day the light they symbolize will show us the way to greater friendliness and good will —

MERRY CHRISTMAS — HAPPY NEW YEAR

Rybolt

THE RYBOLT HEATER COMPANY

ASHLAND, OHIO